

Message Text

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ACTION AF-10

INFO OCT-01 ISO-00 EB-08 DODE-00 CU-06 AID-05 OES-07
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P R 061147Z OCT 77
FM AMEMBASSY LAGOS
TO SECSTATE WASHDC PRIORITY 4145
INFO USIA WASHDC
USDOC WASHDC
AMCONSUL IBADAN
AMCONSUL KADUNA

UNCLAS LAGOS 11495

USDOC FOR SIPS, WILLIAM HAYDEN, AND FOREIGN BUYERS
ALSO PASS COL. RYAN, US ARMY COE

E.O. 11652: N/A
TAGS: BEXP, BTIO, EWWT, EAID, OEXC (OLISEMEKA, N.O.)
SUBJECT: INTERVISITOR: N.O. OLISEMEKA

REF: LAGOS 11159 AND PREVIOUS

1. THIS TRANSMITS A MIXTURE OF LAST-MINUTE INFORMATION AND MESSAGES
CONERNING MR. OLISEMEKA, GENERAL MANAGER OF THE CENTRAL WATER
TRANSPORTATION CO., ONITSHA, WHO ARRIVES U.S. WITH MRS. OLISEMEKA
OCTOBER 9 TO BEGIN ONE-MONTH INTERNATIONAL VISITOR TOUR. AS
REPORTED EARLIER, MR. OLISEMEKA WISHES TOUR TO CONCENTRATE ON
HIS FIELD OF INLAND WATERWAYS TRANSPORTATION.

2. COMMERCIAL INFORMATION: DURING CALL ON MR. OLISEMEKA LAST
WEEK AND PRE-TRIP CONVERSATION THIS WEEK, EMBOFFS AND VISITING
USDOC OFFICER WILLIAM HAYDEN LEARNED THAT CENTRAL WATER TRANS-
PORTATION CO. ALREADY HAS RELATIONSHIP WITH GERMAN FIRM OF
FRIEDRICH KRUPP GMBH., ESSEN, REPRESENTED HERE BY A MR. HEINZ
WIESWEG, 74 GORIOLA STREET, VICTORIAL ISLAND, LAGOS. KRUPP IS
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COMPLETING ANOTHER STUDY ON COMPANY'S EXPANSION NEEDS WHICH
OLISEMEKA EXPECTS WILL RECOMMEND ACQUISITION OF EVEN MORE THAN
THE 19 TUGS AND 136 BARGES RECOMMENDED BY GOVERNMENT TASK FORCE
STUDY (REFTEL UNDER PROGRAM SUGGESTIONS). OLISEMEKA EXPECTS
KRUPP STUDDY TO BE MORE THOROUGH AND INDEPENDENT THAN TASK FORCE
STUDY, WHICH HE SAID WAS ACCOMPLISHED IN TWO WEEKS AT REQUEST
OF MINISTRY OF TRANSPORT'S PERMANENT SECRETARY AND WAS LIMITED

BY LACK OF GOOD DATA AND LACK OF FULL ACCESS TO HIS COMPANY'S COMPETITORS. KRUPP ALSO HAS A MANAGEMENT ROLE IN CENTRAL WATER TRANSPORTATION COMPANY THROUGH A SUBSIDIARY, SHIPTRACO, WHICH IS THE FIRM'S MANAGEMENT CONSULTANT, A SUBJECT OF POSSIBLE INTEREST TO AID'S REIMBURSABLE DEVELOPMENT OFFICE. OLISEMEKA SAID THIS ROLE DOES NOT NECESSARILY IVE ADVANTAGE TO KRUPP IN COMPANY'S PURCHASES, WHICH, IF AUTHORIZED, WILL BE MADE ON COMPETITIVE BASIS THROUGH SELECTIVE TENDERS AFTER INSPECTION BY NIGERIAN OFFICIALS OF BIDDERS' FACILITIES. EQUIPMENT PURCHASE PROCEDURE BEGINS WITH TASK FORCE AND KRUPP STUDIES WHOSE RECOMMENDATIONS MUST BE APPROVED BY MINISTRY OF TRANSPORT (PROBABLY LATE THIS YEAR OR EARLY NEXT), FOLLOWED BY SELECTIVE TENDERS TO SHORT-LISTED FIRMS, FOLLOWED BY CONTRACTS WHICH, IN CASE OF RELATIVELY SMALL AMOUNTS CAN BE APPROVED BY COMPANY'S BOARD, AND IN LARGER AMOUNTS MUST BE APPROVED BY FEDERAL EXECUTIVE COUNCIL. OLISEMEKA CONFIRMED THAT INVESTMENT OPPORTUNITY EXISTS IN FORM OF BUILDING COMPANY'S EQUIPMENT HERE EVENTUALLY, SINCE IT WILL NOT WISH TO PURCHASE EQUIPMENT FROM ABROAD INDEFINITELY. HE SAID COMPANIES WITH INTEREST IN AND CAPABILITY OF BUILDING HERE WOULD HAVE ADVANTAGE IN INITIAL SALES OPPORTUNITIES. HE STRESSED HE IS NOT REPEAT NOT INTERESTED IN BROKERS OR OTHER MIDDLEMEN. NIGERIA HAS VARIOUS SHIPBUILDING SCHEMES UNDER CONSIDERATION BUT OLISEMEKA SAID NONE ARE SUFFICIENTLY ADVANCED FOR HIM TO SAY JUST HOW HIS EQUIPMENT WILL BE BUILT. SIGNIFICANCE OF FOREGOING IS THAT OLISEMEKA'S VISIT IS PARTLY FOR INSPECTING AND SHORTLISTING FIRMS INTERESTED IN AND CAPABLE OF FIRST

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SELLING INLAND WATERWAY EQUIPMENT TO FIRM AND LATER BUILDING IT HERE.

3. ITINERARY ADDITION: EMBASSY INTRODUCED OLISEMEKA TO WILLIAM B. BEER, MANAGER, NIGERIAN OPERATIONS, DRAVO CORP., P.O. BOX 12405, PITTSBURGH, PA. 15231, TELEX 86-6687, CABLE DRAVOCO, PGH., PHONE 412-771-1200, WHICH IS PRESENTLY NEGOTIATING WITH NIGERIAN GOVERNMENT FOR JOINT VENTURE CONSTRUCTION COMPANY. DRAVO INTERESTED IN AND CAPABLE OF WIDE RANGE OF CONSTRUCTION AND INLAND WATERWAYS WORK AND HAS SHIPBUILDING, TOWING AND CONSULTING SUBSIDIARIES. FIRM VERY INTERESTED IN OLISEMEKA'S FIRM AND EXTENDED INVITATION WHICH HE READILY ACCEPTED TO VISIT PITTSBURGH. THEREFORE REQUEST DRAVO BE ADDED TO ITINERARY. INITIAL DRAVO CONTACT IS WASHINGTON REP, RICHARD QUICK, PHONE 202-785-1491 (OFFICE) AND 703-569-0142 (HOME).

3. STATE VISIT: MR. AND MRS. OLISEMEKA WILL BE IN WASHINGTON DURING PORTION OF VISIT BY NIGERIAN HEAD OF STATE OBSANJO. THEY SHOULD BE ADDED TO GUEST LIST OF NIGERIAN AMBASSADOR'S TUESDAY RECEPTION FOR NIGERIAN COMMUNITY. HOPE IS THAT OLISEMEKA, WHOSE YOUNGER BROTHER IS NIGERIAN AMBASSADOR TO MADRID, CAN REKINDLE INTEREST OF HEAD OF STATE IN VISIT TO

CORPS OF ENGINEERS, ORIGINALLY SCHEDULED BUT LATER DROPPED FROM STATE VISIT SCHEDULE. ACTION REQUESTED: PLEASE OBTAIN NIGERIAN RECEPTION INVITATION FOR OLISEMEKAS.

4. RELATIVE: OLISEMEKA REQUESTS THAT A NEW YORK RELATIVE OF MRS. OLISEMEKA BE INFORMED OF THEIR NEW YORK ARRIVAL TIME AND WASHINGTON CONTACT ADDRESS. HE IS DR. A.A. AJUDUA, WHO IS LISTED AT A QUEENS ADDRESS IN REFTEL BUT WHO INSTEAD SHOULD BE CONTACTED C/O MR. MYCHAJLO HLADKYI, 333 EAST 6TH STREET, NEW YORK, N.Y. 10003. PLEASE PASS ARRIVAL TIME AND CONTACT ADDRESS TO HIM NLT OCTOBER 7. THEY ARE SCHEDULED LAND JFK 0600 OCTOBER 9 ON PA 189 AND LAY OVER TWO HOURS BEFORE CONTINUING TO DULLES ON NW 003 DEPARTING 0800. IF DR. AJUDUA CANNOT GREET THEM HE CAN CONTACT

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THEM IN WASHINGTON. (AMBASSADOR EASUM RETURNING US ON SAME FLIGHT AND HAS MET OLISEMEKAS.)

5. RETURN ROUTE: EMBASSY AGAIN REQUESTS THAT OLISEMEKAS BE AUTHORIZED RETURN TO LAGOS VIA MADRID ON GROUND THAT SUCH STOP-OVER CONSONANT WITH PURPOSES OF VISIT AND WOULD PROMOTE US INTERESTS.

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